

Message Text

UNCLASSIFIED

PAGE 01 STATE 059359

73

ORIGIN PA-04

INFO OCT-01 CCO-00 RSC-01 SS-20 SSO-00 ISO-00 PRS-01 EUR-25

NSC-07 NSCE-00 USIE-00 /059 R

DRAFTED BY PA:CPRENTICE:LM

APPROVED BY PA:CPRENTICE

S/S - WHLUERS

DESIRED DISTRIBUTION

PA, S/S, S/PRS, EUR

----- 082960

O 252121Z MAR 74 ZFF4

FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW IMMEDIATE

UNCLAS STATE 059359

TOSEC 25

E.O. 11652: N/A

TAGS: OVIP (KISSINGER)

SUBJ: PRESS MATERIAL

1. FOLLOWING IS PART II OF TIME MAGAZINE COVER STORY ON
SECRETARY:

2. FLEXIBLE TACTICIAN. KISSINGER APPROACHES NEGOTIATIONS,
NOT AS A LAWYER TRYING TO DISPOSE OF A CASE, BUT AS AN
INTELLECTUAL AND HISTORIAN. HIS THOROUGH STEEPING IN THE
FACTS ABOUT A COUNTRY AND ITS PROBLEMS SELDOM FAILS TO
IMPRESS GOVERNMENT LEADERS. ALTHOUGH A FLEXIBLE TACTICIAN,
HE WILL, IF NECESSARY, PRESENT A PROPOSAL OVER AND OVER
IN HOPES OF GETTING IT ACCEPTED. IN PARIS DURING 1972,
NEGOTIATING AN END TO U.S. PARTICIPATION IN THE VIETNAMESE
WAR, KISSINGER OFTEN WORKED DOUBLE SESSIONS, SEEING THE
NORTH AND SOUTH VIETNAMESE SEPARATELY AND AT LENGTH IN
SEARCH OF WAYS TO BRING THE TWO ANTAGONISTS CLOSER. HE
ESTABLISHED A RESPECTFUL RELATIONSHIP WITH HANOI'S CHIEF
REPRESENTATIVE LE DUC THO, DESPITE HIS EXASPERATION WITH
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 059359

THE DOGGEDLY HORTATORY NORTH VIETNAMESE APPROACH TO

NEGOTIATIONS.

3. KISSINGER HAS A FINELY TUNED SENSE OF HIERARCHY AND ADDRESSES THOSE HE DEALS WITH IN SUBTLY DIFFERING WAYS. WHEN HE MEETS ISRAELI LEADERS, FOR INSTANCE, KISSINGER CALLS GOLDA MEIR "MADAME PRIME MINISTER," WHILE DAYAN

AND ALLON ARE ALWAYS "MOSHE" AND "YIGAL." FOREIGN MINISTER ABBA EBAN, BY CONTRAST, IS SIMPLY "EBAN." EXPLAINS ONE PARTICIPANT IN THEIR TALKS: "FOR MRS. MEIR HE HAS HIGH RESPECT, WITH DAYAN GOOD RAPPORT, WITH ALLON COMRADESHIP. WITH EBAN THERE IS NOT MUCH MORE THAN A COLLEAGUE-TO-COLLEAGUE RELATIONSHIP, SINCE EBAN IS THE SILENT MAN ON THE TEAM WHO DOES NOT HAVE MUCH TO SAY." ALTHOUGH SADAT ADDRESSES HIS "DEAR FRIEND" AS "HENRY," KISSINGER CALLS THE EGYPTIAN LEADER "MR. PRESIDENT."

4. ONCE HE BEGINS NEGOTIATIONS, THE PARTICULAR KISSINGER MYSTIQUE BEGINS TO OPERATE, AND THAT IN ITSELF IS ALMOST A HARBINGER OF SUCCESS. WIT AND HUMOR ARE KEY WEAPONS. AFTER MANY YEARS OF CONFERENCES AND CONFRONTATIONS, HE HAS EVEN RELAXED POKER-FACED SOVIET FOREIGN MINISTER ANDREI GROMYKO TO THE POINT THAT THEY CAN KID EACH OTHER ABOUT THE RECORDING DEVICES HIDDEN IN ROOMS THEY ARE USING.

5. DURING ONE SENSITIVE STAGE OF LAST FALL'S DISENGAGEMENT NEGOTIATIONS, KISSINGER FELT THAT THE ISRAELIS WERE TRYING TO PROPOSE MORE THAN THE EGYPTIANS WERE PREPARED TO CONSIDER. HE ADVISED THE ISRAELIS TO HOLD BACK A BIT. WHEN AN EDGY CABINET MINISTER DECLARED THAT IT WOULD BE WRONG TO OFFER LESS THAN ISRAEL WAS GENUINELY WILLING TO CONCEDE, KISSINGER SMILED AND ANSWERED: "DON'T PUSH IT. BE DESPICABLE--LIKE ME." HE FEELS THAT TENSION-EASING BANTER CAN OFTEN HELP NEGOTIATIONS PROCEED SMOOTHLY, WHICH MAY EXPLAIN IN PART HIS LACK OF SUCCESS WITH RELATIVELY HUMORLESS JAPANESE DIPLOMATS.

6. ONCE TALKS BEGIN IN EARNEST, HOWEVER, KISSINGER CAN BECOME DEADLY SERIOUS AND WHOLLY PRAGMATIC. SAYS ONE MIDDLE EASTERN DIPLOMAT: "HE DOES NOT MAKE VALUE UNCLASSIFIED

UNCLASSIFIED

PAGE 03 STATE 059359

JUDGMENTS. THE QUESTION FOR HIM IS NOT WHO IS RIGHT AND WHO IS WRONG. THE QUESTION IS WHAT IN REALITY CAN BE ACHIEVED UNDER THE PREVAILING CIRCUMSTANCES." KISSINGER FREQUENTLY STAGE-MANAGES NEGOTIATIONS TO PRODUCE THE RIGHT KIND OF "ATMOSPHERICS." SAID COSTA RICA'S FOREIGN MINISTER GONZALO FACIO, AFTER THE MEXICO CITY CONFERENCE: "WHEN HE HAS A TOUGH RESPONSE, HE LAYS IT ON GENTLY BUT CLEARLY. BUT WHEN HE HAS GOOD NEWS, HE WARMS UP LIKE

A VIENNESE GOOD FAIRY, ALL SUGAR PLUMS AND SCHLAG
(WHIPPED CREAM)."

7. FIVE-MINUTE DEAL. THE SCHLAG IS MORE THAN TOPPING.
IN GENEVA LAST DECEMBER, EGYPT ALMOST SCOTCHED THE FIRST
MEETING OF THE U.N.-SPONSORED TALKS WITH ISRAEL ON
DISENGAGEMENT BY OBJECTING TO THE SEATING ARRANGEMENTS.

THE EGYPTIANS DEMANDED AN EMPTY TABLE BETWEEN THEMSELVES
AND THE ISRAELIS FOR DISANCE, WITH THE ISRAELIS SITTING
NEXT TO THE AMERICANS LIKE SATELLITES. THE ISRAELIS
BLUNTLY REFUSED. AT THAT POINT, RECALLS ONE PARTICIPANT,
KISSINGER "ENTERED THE ROOM SMILING AND CRACKING JOKES.
HE EXCLAIMED WHAT A PLEASURE IT WAS TO SEE ABBA EBAN.
(THEY HAD BREAKFASTED TOGETHER.) GRABBING EBAN BY AN
ELBOW, KISSINGER TOOK HIM ASIDE. THE EGYPTIANS WERE IN
A BIND, KISSINGER EXPLAINED. THEY WERE EMBARRASSED
BECAUSE THE SYRIANS HAD REFUSED TO JOIN THE TALKS AND
NEEDED TO AVOID THE APPEARANCE OF BEING TOO EASY WITH
THE ISRAELIS. WOULD THE ISRAELIS CONSENT TO MAKE SOME
ADJUSTMENTS IN THE SEATING? 'YOU DON'T LIKE THE EMPTY
TABLE? NO? WHAT ABOUT ANOTHER PLAN, AN ARRANGEMENT THAT
WOULD PLACE THE ISRAELIS BETWEEN THE RUSSIANS AND THE
U.N. DELEGATION?' IF THE ISRAELIS AGREED, HE WOULD TRY
THE IDEA ON THE EGYPTIANS. IN FIVE MINUTES, A DEAL WAS
REACHED, AND THE TALKS MOVED AHEAD WITH THE ISRAELIS
NEXT TO THE SOVIETS AND THE EGYPTIANS ALONGSIDE THE
AMERICANS IN A SYMBOLICALLY IMPORTANT GAME OF POLITICAL
MUSICAL CHAIRS. THE ICE HAD BEEN BROKEN LARGELY BY
KISSINGER'S WARM PERSONALITY AND, EVEN IN THIS RELATIVELY
MINOR DISPUTE, HIS ACCURATE SENSING OF WHAT EACH SIDE
COULD OR COULD NOT YIELD ON."

UNCLASSIFIED

UNCLASSIFIED

PAGE 04 STATE 059359

8. BACKGROUND MUSIC. AS PART OF HIS "ATMOSPHERICS,"
KISSINGER AT TIMES UNABASHEDLY USES THE AMERICAN PRESS
CORPS THAT TRAVELS WITH HIM ABOARD AIR FORCE TWO.
DURING THE SHUTTLE FLIGHTS BETWEEN JERUSALEM AND ASWAN
IN JANUARY, WHICH EVENTUALLY LED TO DISENGAGEMENT ALONG
THE SUEZ CANAL, THE PRESS WAS AN INTEGRAL PART OF
KISSINGER'S DIPLOMATIC GAP CLOSING. WHENEVER HE WAS
ASKED HOW FAR ALONG THE NEGOTIATIONS HAD COME, KISSINGER
WOULD ANSWER, "OH, 60 COMPLETED." THE NEXT TIME IT
WAS 75 AND THE NEXT 90. AS THE TWO SIDES KEPT READING
THESE DAILY STORIES, THEY COULD NOT HELP BEING NUDGED
INTO BELIEVING THAT A SETTLEMENT WAS NEARLY AT HAND.
"HE PLAYED THE PRESS LIKE A CELLO," RECALLS ONE REPORTER.
"WE CREATED ALL THE BACKGROUND MUSIC HE NEEDED."

9. IN RETURN FOR SUCH ORCHESTRATION, HOWEVER, KISSINGER IS MORE AVAILABLE TO JOURNALISTS THAN ANY OTHER MAJOR FIGURE IN THE NIXON ADMINISTRATION AND MORE OPEN THAN ANY OTHER SECRETARY OF STATE IN RECENT YEARS. ON LONG FLIGHTS ABOARD AIR FORCE TWO HE WILL WANDER INTO THE PRESS SECTION TO TRADE NEWS OR SIMPLY CHAT. AT SUCH MOMENTS HE IS UNPROFESSIONALLY INFORMAL AND OFTEN BRUTALLY CANDID IN HIS ASSESSMENT OF THE LEADERS HE HAS

JUST TALKED TO. SHIRT OPEN, STOMACH BULGING, HE WILL COMPLAIN: "WHEN I NEGOTIATE I GET NERVOUS, AND WHEN I GET NERVOUS I EAT. WHEN I GET RID OF THIS ARAB-ISRAELI THING, I AM GOING TO WEIGH 350 LBS." NEWSMEN ENJOY THE PROXIMITY TO KISSINGER AND THE THOROUGHNESS OF HIS BRIEFINGS, BUT THEY ALSO COMPLAIN THAT HE CAN OCCASIONALLY BE DEVIOUS. DESPITE PROMISES TO THE CONTRARY, HE HAS

YET TO REVEAL THE REASONS THAT HE SAYS REQUIRED A WORLD-WIDE U.S. ALERT DURING THE LATEST MIDDLE EAST WAR.

10. THESE DAYS, KISSINGER DOES MUCH OF HIS SOCIALIZING ALOFT. SINCE BECOMING SECRETARY OF STATE, HE HAS CUT DOWN ON HIS AFTER-HOURS ACTIVITIES IN WASHINGTON. HE STUDIOUSLY AVOIDS COCKTAIL PARTIES; IF FORCED TO ATTEND A RECEPTION, THE ABSTEMIOUS KISSINGER (WHO DOES NOT SMOKE) WILL SIP UNCONVINCINGLY AT A GLASS OF WINE OR UNCLASSIFIED

UNCLASSIFIED

PAGE 05 STATE 059359

CHAMPAGNE. WHEN HE DOES RELAX, IT IS WITHIN A SMALL CIRCLE OF FRIENDS. THEY INCLUDE THE WRITING ALSOP BROTHERS (STEWART AND JOSEPH), HUMORIST ART BUCHWALD (A REGULAR CHESS PARTNER) AND COLUMNIST TOM BRADEN AND HIS WIFE JOAN. A PLEASANT EVENING FOR THE CAPITAL'S MOST SOUGHT-AFTER GUEST MAY INCLUDE NOTHING MORE THAN DINNER AT THE BRADENS' WITH "FAVORITE DATE" NANCY MAGINNES, A NELSON ROCKEFELLER AIDE, FOLLOWED BY THE HOME SCREENING OF A MOVIE.

11. THE SECRETARY'S TWO CHILDREN, ELIZABETH, 15, AND DAVID, 12--HE WAS DIVORCED IN 1964--LIVE WITH THEIR MOTHER IN BELMONT, MASS. THIS WEEK WHILE THEY ARE ON SPRING VACATION, THEY WILL GET A TREAT THAT ANY SCHOOL CHILD WOULD ENVY. KISSINGER IS TAKING THEM TO MOSCOW.

12. LATELY, MOST OF THE SECRETARY'S MEALS HAVE BEEN EITHER ON THE ROAD OR IN HIS PRIVATE STATE DEPARTMENT DINING ROOM, WHERE HE HAS PLAYED HOST TO SUCH OFFICIAL GUESTS AS ISRAEL'S EBAN OR JORDAN'S KING HUSSEIN. AT LEAST ONCE A WEEK HE WILL HAVE BREAKFAST WITH DEFENSE SECRETARY JAMES SCHLESINGER. BOTH MEN INSIST THAT THEY

HAVE A HEALTHY WORKING RELATIONSHIP BASED ON MUTUAL RESPECT. "SCHLESINGER AND I ARE CLOSER TOGETHER ON STRATEGIC POLICY THAN ANY OTHER SECRETARIES OF STATE AND DEFENSE SINCE DEAN ACHESON AND ROBERT LOVETT," KISSINGER INSISTS. "WE HAVE NO BASIC DIFFERENCES ON STRATEGIC POLICY, ALTHOUGH WE MAY HAVE SOME TACTICAL DIFFERENCES."

13. KISSINGER'S GRUELING WORKDAY BEGINS SHORTLY BEFORE 8 O'CLOCK, WHEN HE LEAVES HIS TOWN HOUSE OVERLOOKING ROCK CREEK PARK FOR THE WHITE HOUSE. NORMALLY, HE SPENDS

THE MORNING THERE AND THE REST OF THE DAY, WHICH OFTEN DOES NOT END UNTIL MIDNIGHT, AT HIS STATE DEPARTMENT OFFICE. WHEN HE IS NOT TRAVELING, SATURDAYS AND MANY

SUNDAYS ARE WORKDAYS, NOT ONLY FOR KISSINGER, BUT FOR MUCH OF HIS STAFF AS WELL. "IT TAKES A HYPERTHYROID CONDITION, AN IRON W
E E E E E E E

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 25 MAR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE059359
Document Source: CORE
Document Unique ID: 00
Drafter: CPRENTICE:LM
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740064-0272
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740317/aaaaapst.tel
Line Count: 235
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN PA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 5
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: kelleyw0
Review Comment: n/a
Review Content Flags: ANOMALY
Review Date: 11 JUL 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 JUL 2002 by elbezefj>; APPROVED <11 DEC 2002 by kelleyw0>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRESS MATERIAL
TAGS: OVIP, (KISSINGER, HENRY A)
To: MOSCOW
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005